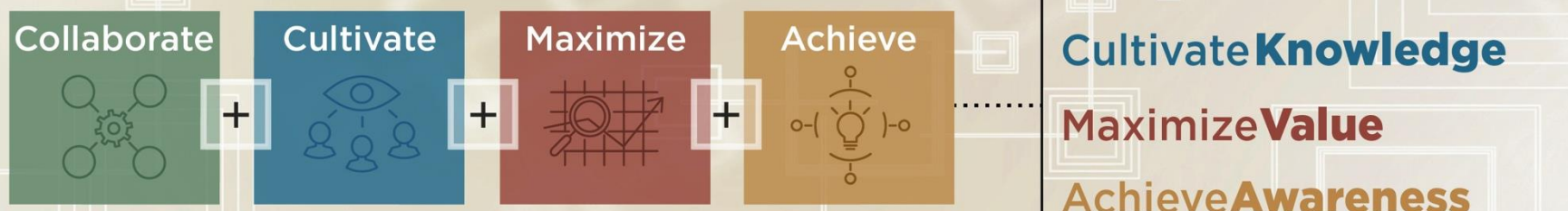


Professional Services & Human Capital Symposium

June 6-8, 2017 | Tacoma, WA



GSA Professional Services & Human Capital Category Overview

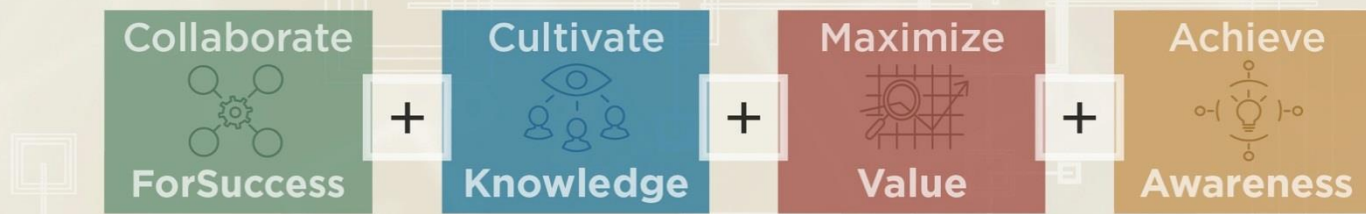
Tony Cecchi

Customer Account Manager

Office of Professional Services & Human Capital Categories

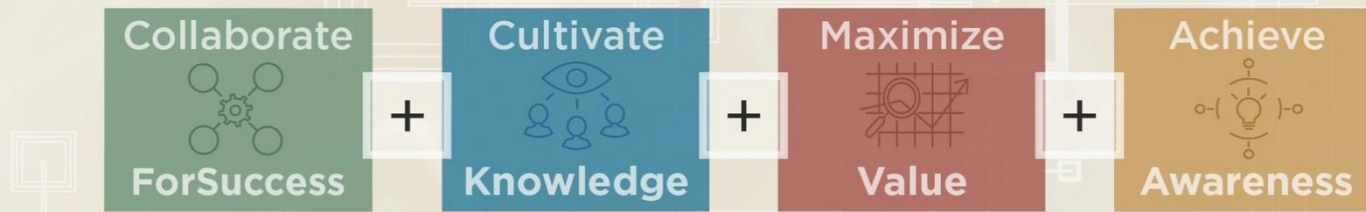
General Services Administration

June 6 – 8 2017



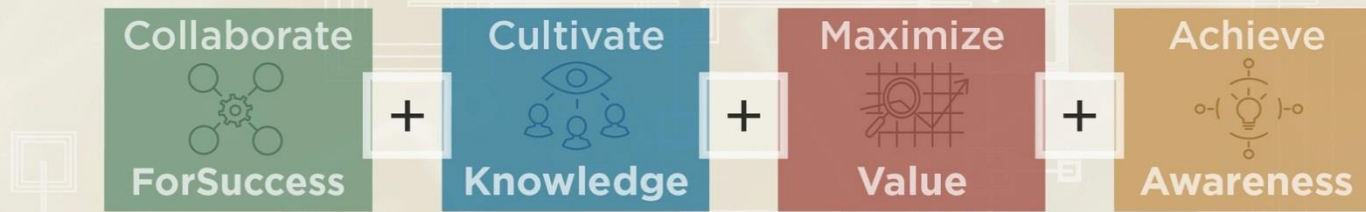
What Is a Multiple Award Schedule?

- Government-wide contract vehicle for commercial products, services, and solutions
- Also known as Federal Supply Schedules (FSS) or GSA Schedules.
- Described in FAR 8.4
- Provides access to millions of commercial products and services at volume discount pricing.
- Use the MAS Desk Reference for step by step use of MAS (links available on page 22).



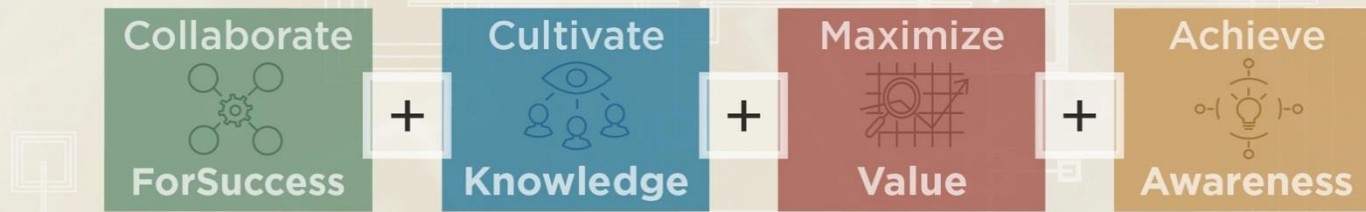
Professional Services Schedule (PSS)

- The PSS provides federal agencies direct access to simple or complex fixed-price or labor-hour professional services
- The PSS consists of 7 Special Item Numbers (SINs) to give federal agency acquisition professionals the ability to obtain total contract solutions for their professional services requirements using one contract vehicle.



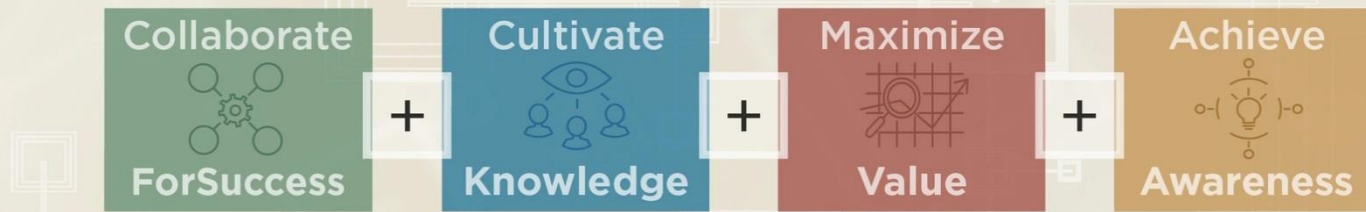
Professional Services Schedule (PSS)

- The PSS offers more than 3,700 experienced contractors to provide a range of commercial services at competitive market rates.
- Solicitation Number: **FCO-00CORP-0000C**



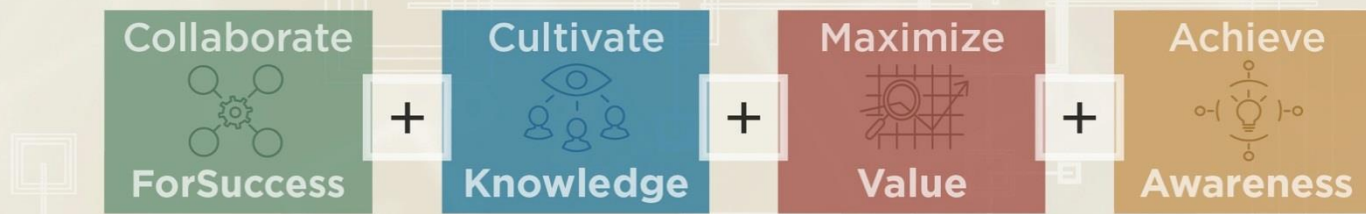
With the PSS Agencies can:

- Use simplified acquisition procedures described in FAR 8.4 to issue an RFQ using
 - Their own solicitation system or
 - GSA's eBuy solicitation system or
 - By issuing an RFQ directly to contractors using your agency's procedures



With the PSS Agencies can:

- Allow Contractor Team Arrangements
- Customize terms and conditions in task orders – or through Blanket Purchase Agreements – to meet specific requirements
- Be assured FAR terms and conditions are incorporated into the contract
- Ensure adequate small business participation



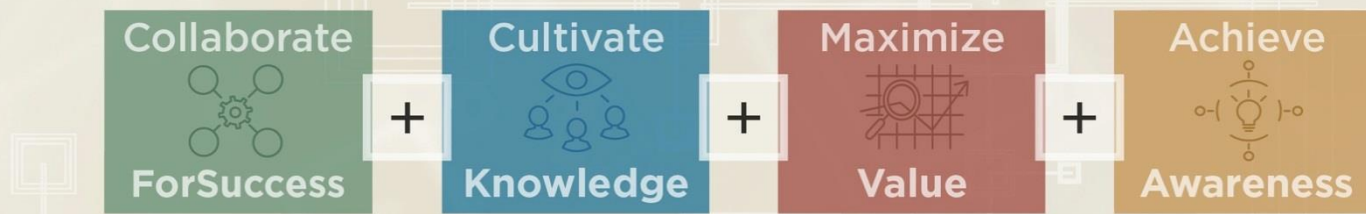
PSS Offerings

Mission Oriented Business Integrated Services

SIN 874 includes a full range of management and consulting services that can improve a federal agency's performance and its endeavors to meet mission goals.

Professional Engineering Services

SIN 871 provides a streamlined approach for federal agencies and the U.S. military to access qualified firms in many engineering disciplines, such as mechanical, electrical, chemical, (components of) civil engineering, software, and more



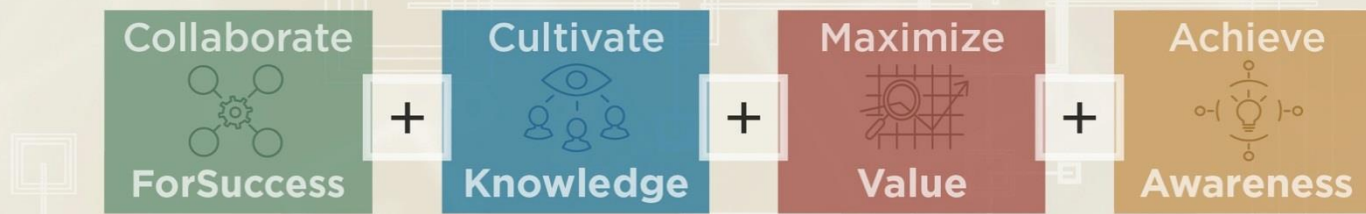
PSS Offerings

Financial and Business Solutions

SIN 520 helps federal agencies obtain quality financial services – and better results with fewer resources. These solutions allow for choice, flexibility, ease-of-use, and access to quality firms in the financial arena, ranging from small businesses to industry leaders.

Advertising and Integrated Marketing Solutions

SIN 541 provides expert help in the advertising, marketing, and related communications fields.



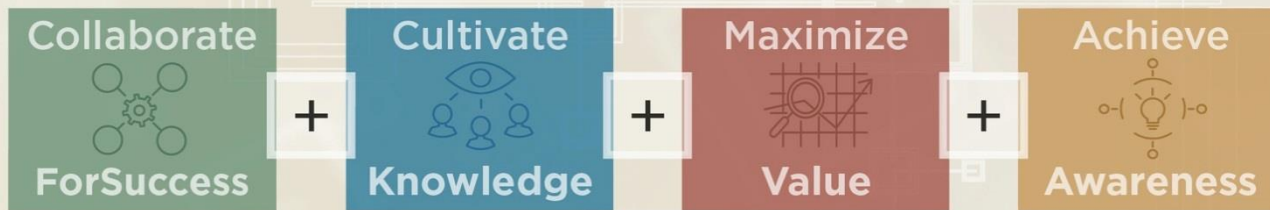
PSS Offerings

Logistics Solutions

SIN 874-5XX helps federal agencies obtain quality financial services – and better results with fewer resources. These solutions allow for choice, flexibility, ease-of-use, and access to quality firms in the financial arena, ranging from small businesses to industry leaders.

Environmental Services

SIN 899 supports agencies in meeting their environmental requirements and streamlining the contracting process by providing a faster, more cost-efficient means to meet environment requirements.



PSS Offerings

Language Services

SIN 382 includes translation and interpretation services for a vast number of languages. Knowledgeable contractors can provide various degrees of support from basic transcribing to advanced analytical consulting. Sign language and training are also offered.

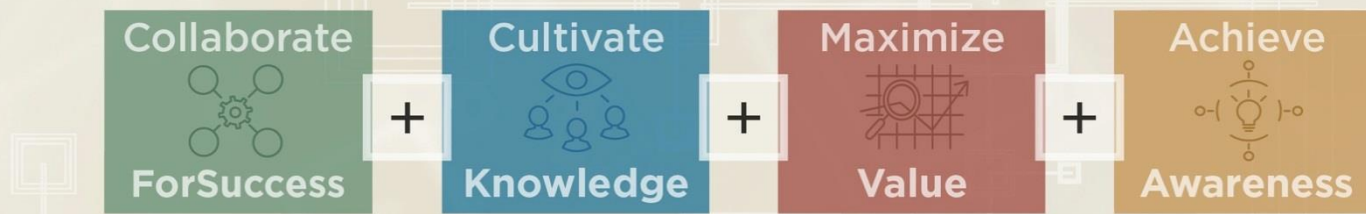


PSS - The SINs and how they look today

520	R704	520 1	Program Financial Advisor - Assist agencies on cross-cutting issues, asset marketability, program development, trust or other monetary fund management / benefit administration, equity monitoring, originations, and addresses any other considerations regarding the acquisition, management and/or resolution of an asset.	523110 522310 *531210	\$38.5M \$7.5M \$7.5M; Note 10
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Is there a Place where a customer can view the entire list of SINs? Yes - www.gsa.gov/psschedule

Simply click on “Resources for Customers” for a condensed listing or Click on “Resources for Contractors” for a detailed listing



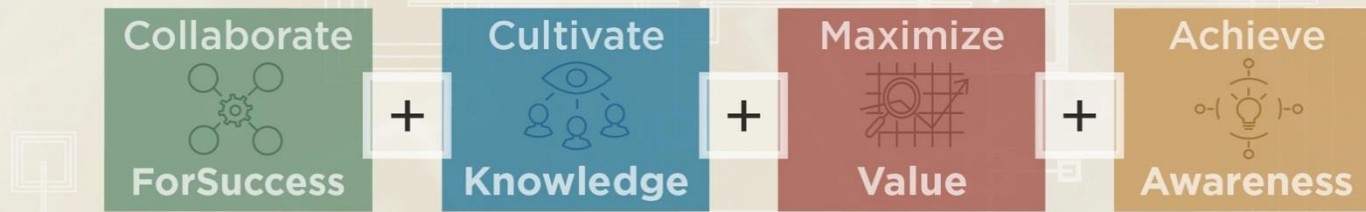
PSS Complementary SINs

- C132-51 - Information Technology Professional Services
- C595-21 - Human Resource Services (Excluding EEO Services)
- C871-202 - Energy Management Planning and Strategies
- C871-207 - Energy Audit Services
- C871-208 - Resource Efficiency Management (REM)
- C871-211 - Energy Consulting Services

*These SINs will **always** be identified with an alpha “C”*

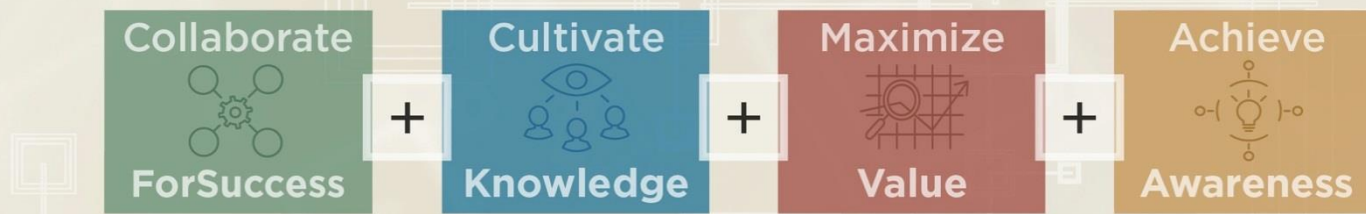
The following is contained in each SIN description:

*Note – This SIN cannot be used as a “stand alone” SIN – If an agency requires XX services as the only service needed, they are directed to Schedule XX.



PSS Complementary SINs:

- SINs on loan from their respective single schedule program offered through the PSS program for ancillary use only.
- Allow an agency who has a task involving professional services and IT to secure their needs under one RFQ.
- Can NOT be used to secure “stand-alone” services for IT, HR or Energy Management



PSS Complementary SINs

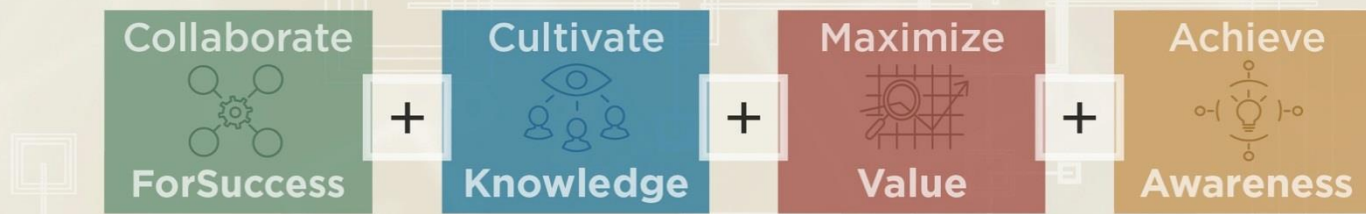
➤ How do they work?

If an Agency has a requirement for business management consulting services that includes elements of IT consulting services, issue RFQ utilizing SINs 874-1, and C132-51 under the PSS

➤ How do they NOT work?

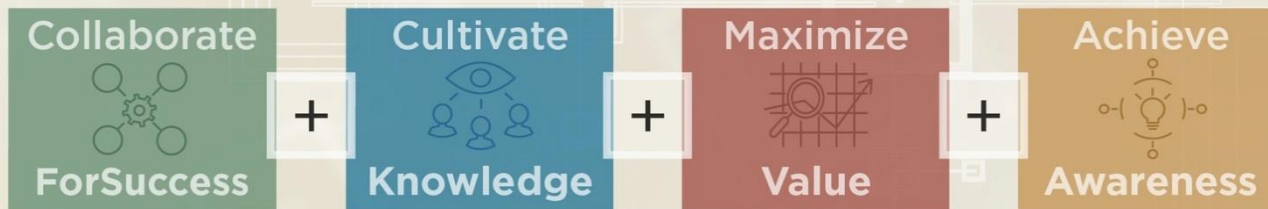
If an Agency has a requirement for IT services only - issue an RFQ utilizing SIN 132-51 under Schedule 70

The first scenario ensures quotes are obtained from firms who have not only the capability to provide business management consulting services but also IT services, equaling a total solution.



How is PSS (00CORP) presented in eLibrary?

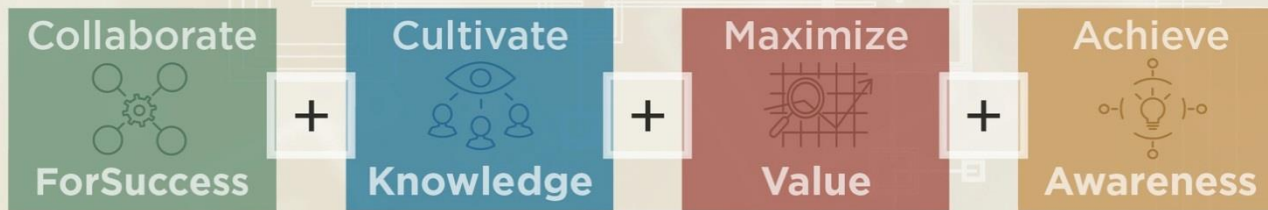
- The location is www.gsaelibrary.gsa.gov
- The general search criteria is: 00CORP
- SINS are grouped and categorized by solution sets
- If an agency has multiple requirements a great search tool is the “Cross Schedule Search” found on the main page of eLibrary.
- The Cross-Schedule Search tool provides the ability to identify "total solution" providers for complex multi-schedule requirements and only returns those contractors with contract coverage under *all* of the selected schedules/SINs



eLibrary Search Tool

The screenshot shows the Federal Acquisition Service eLibrary Search Tool interface. At the top, there are links for "Home" and "eBuy - quotes". Below this, a search bar is visible with a dropdown menu set to "all the words" and a "Search" button. A blue arrow points from the "Cross-Schedule Search" link in the main content area to the "Search" button. The main content area also lists various categories such as "Winter Supplies & Services", "Disaster Relief", "Hospitality, Cleaning, & Chemicals", "Laboratory, Scientific, & Medical", "Office Solutions", "Security Solutions", "Tools, Hardware, & Machinery", and "Vehicles & Watercraft". At the bottom, there is a section for "Additional Information" with links for "Customers" (Training Opportunities, FPDS-NG, EPLS, GSA Strategic Sourcing BPAs, Acquisition Gateway) and "Contractors" (FedBizOps, Schedules Sales Query, Vendor Support (VSC)).

The **Cross-Schedule Search** tool provides the ability to identify "total solution" providers for complex multi-schedule requirements and only returns those contractors with contract coverage under *all* of the selected schedules/SINs

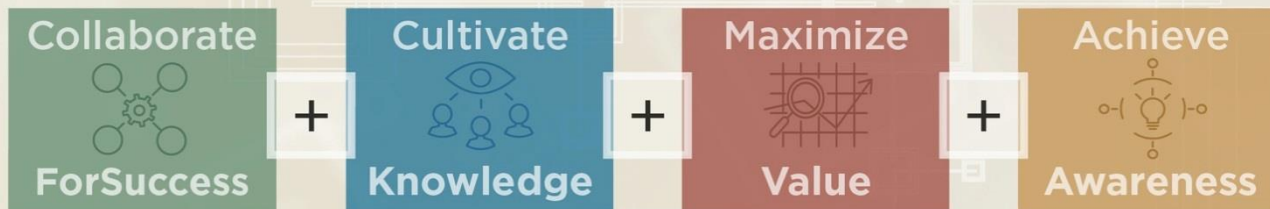


Comparison of PSS and OASIS

Professional Services Schedule

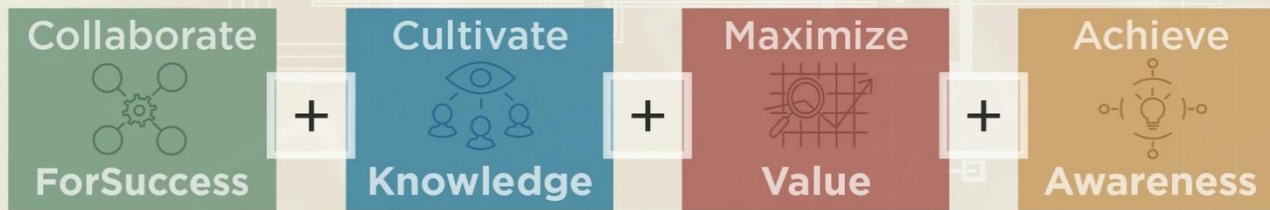
OASIS & OASIS SB

Small Business	➤ Yes	➤ Yes, OASIS SB
Teams	➤ CTAs	➤ Teams via subcontractors
Contract Type	➤ FP, Labor Hours, T&M <u>ONLY</u>	➤ <u>ALL</u> contract types
Commercial/Non-Commercial	➤ Commercial Only	➤ <u>Both</u> Commercial and Non-Commercial
BPA's	➤ Yes	➤ No
Order Options	➤ Exercised after contract expiration ➤ Not extend beyond 5 yrs after expiration date	➤ After Ordering period expiration ➤ Not extend beyond 5 yrs after ordering period expiration
ODCs	➤ Only those in PSS Price List	➤ Yes for all ancillary support items
DPA	➤ No	➤ Yes
Task Order Size	➤ No Limit	➤ \$150,000 and up (no limit)



Human Capital and Training Solutions (HCaTS)

Overview by: Jo-Ann Lee, HCaTS Program Manager

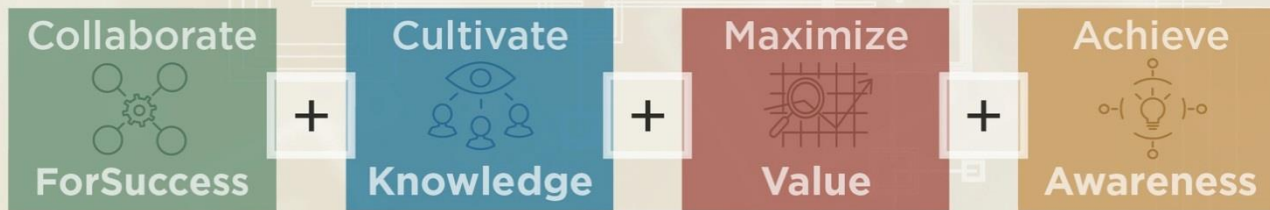


HCaTS and HCaTS Small Business



Two Multiple-Award IDIQ Contracts for All Federal Agencies

GSA & OPM Partnership to deliver a superior Human Capital, Training
& Development and Organizational Performance Improvement
procurement solution



HCaTS Scope

Three Key Service Areas (KSAs)

KSA 1

Customized Training and Development Services

KSA 2

Customized Human Capital Strategy Services

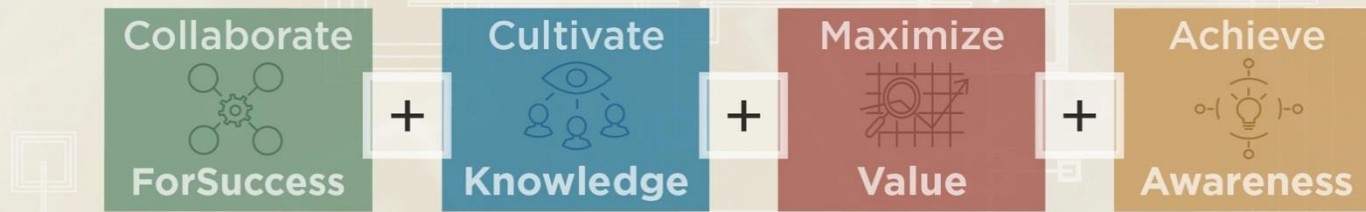
KSA 3

Customized Organizational Performance Improvement



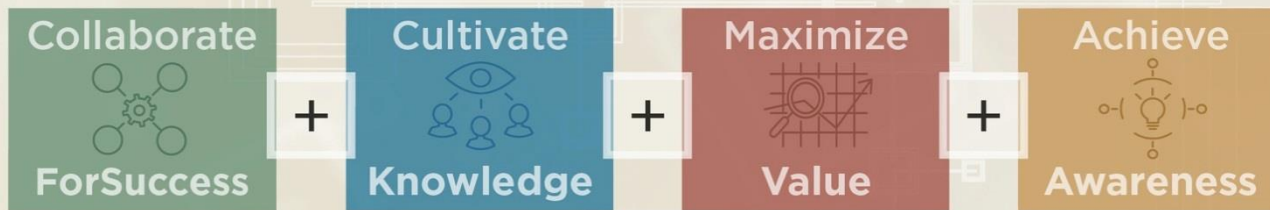
Ancillary Services

Other Direct Costs



With the PSS Federal agencies can:

- Obtain total solutions to complex professional-services requirements from a single source
- Reduce costs associated with managing various Schedules
- Increase program efficiency through fewer contracts and solicitations
- Find all SINs for professional services under one program
- Access a single team of experts for support



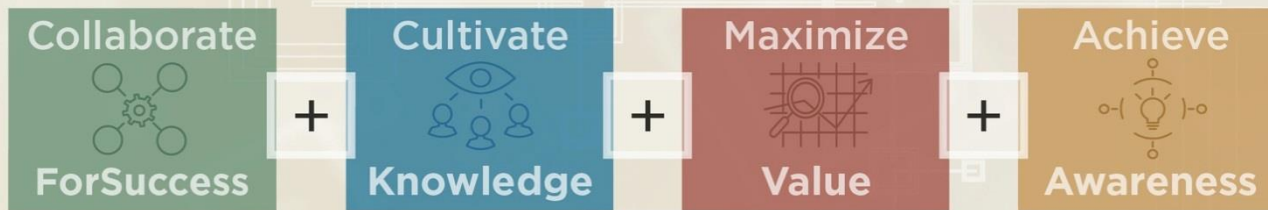
PSS Resources

Visit GSA's [PSS web page](https://www.gsa.gov/portal/category/107967)

www.gsa.gov/portal/category/107967

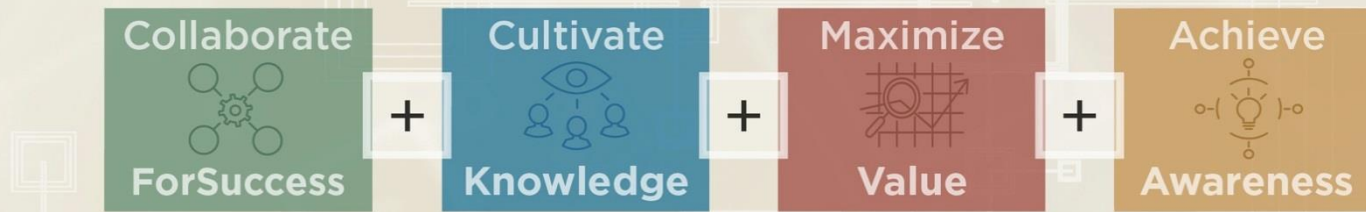
Follow the Professional Services Category [Interact Community](https://www.interact.gsa.gov/groups/professionalservicescategory)

www.interact.gsa.gov/groups/professionalservicescategory



Web Resources

- [MAS Desk Reference](#)
- [Multiple Award Schedules](#)
- [eLibrary](#)
- [eBuy](#)
- [MAS News](#)
- [Federal Acquisition Regulation \(FAR\)](#)
- [Blanket Purchase Agreements](#)
- [Price Reductions](#)
- [Acquisition Gateway](#)



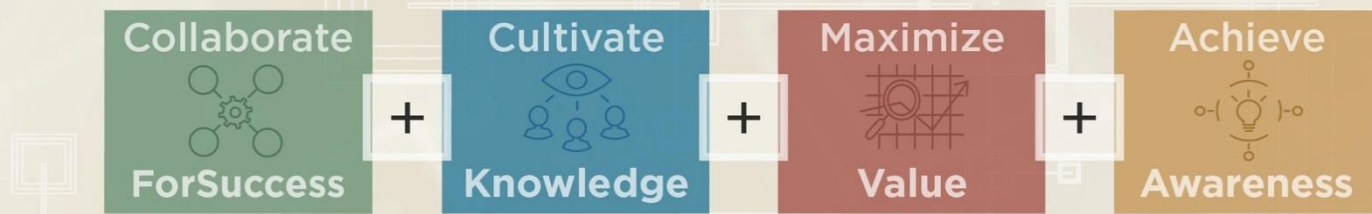
Questions?

For general questions related to PSS:

- Email: professionalservices@gsa.gov

For questions on a specific PSS contract:

- Contact the GSA Procurement Contracting Officer (PCO) assigned to the contract. Information on PCO contact can be found via GSA e-library. Simply search for the contractor name or contract number in GSA e-library where you find the GSA PCO's name and contact information in the contract information screen.



THANK YOU!